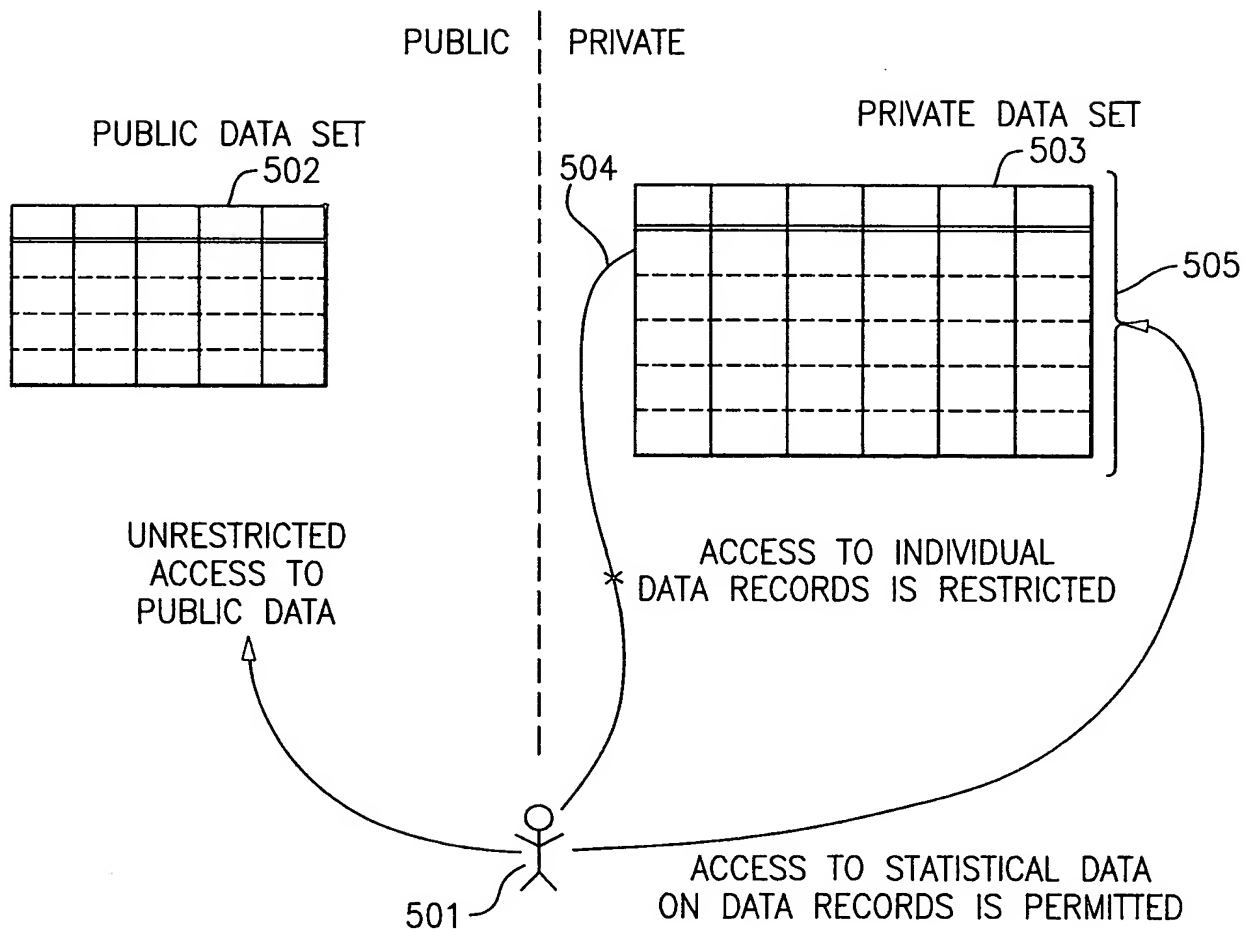


FIG. 4

FIG.5

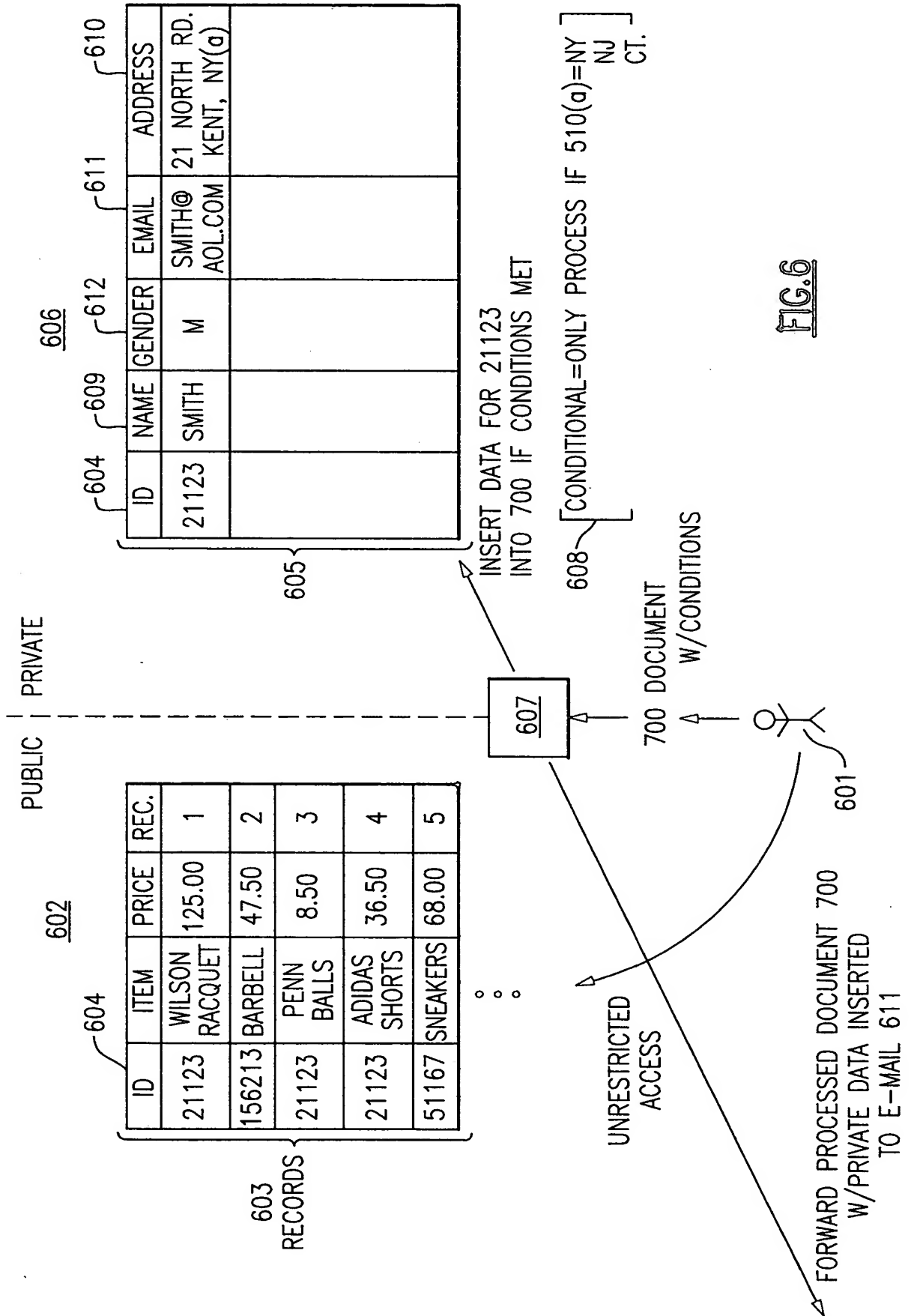


FIG. 6

00

E-MAIL TO <611>

609
 <NAME>
 610
 <ADDRESS>
 DEAR (MR./MISS) 609 <NAME>:-

HOW WOULD YOU LIKE TO IMPROVE YOUR TENNIS SKILLS WHILE MEETING SOME NICE PEOPLE WITH YOUR INTEREST IN THE GAME.

PLEASE JOIN US AT ONE OF OUR NEW TENNIS CENTERS FOR A COMPLIMENTARY LESSON WITH ONE OF OUR PROS.

WHILE YOU'RE THERE YOU MIGHT WANT TO HAVE YOUR <WILSON RACQUET> SERVICED AT OUR
(FROM 602)

PRO SHOP OR PICK UP SOME GREAT LOGO MERCHANDISE.

PLEASE CALL THE 800 NUMBER FOR YOUR FREE APPOINTMENT. WE'RE LOOKING FORWARD TO SEEING YOU SOON.

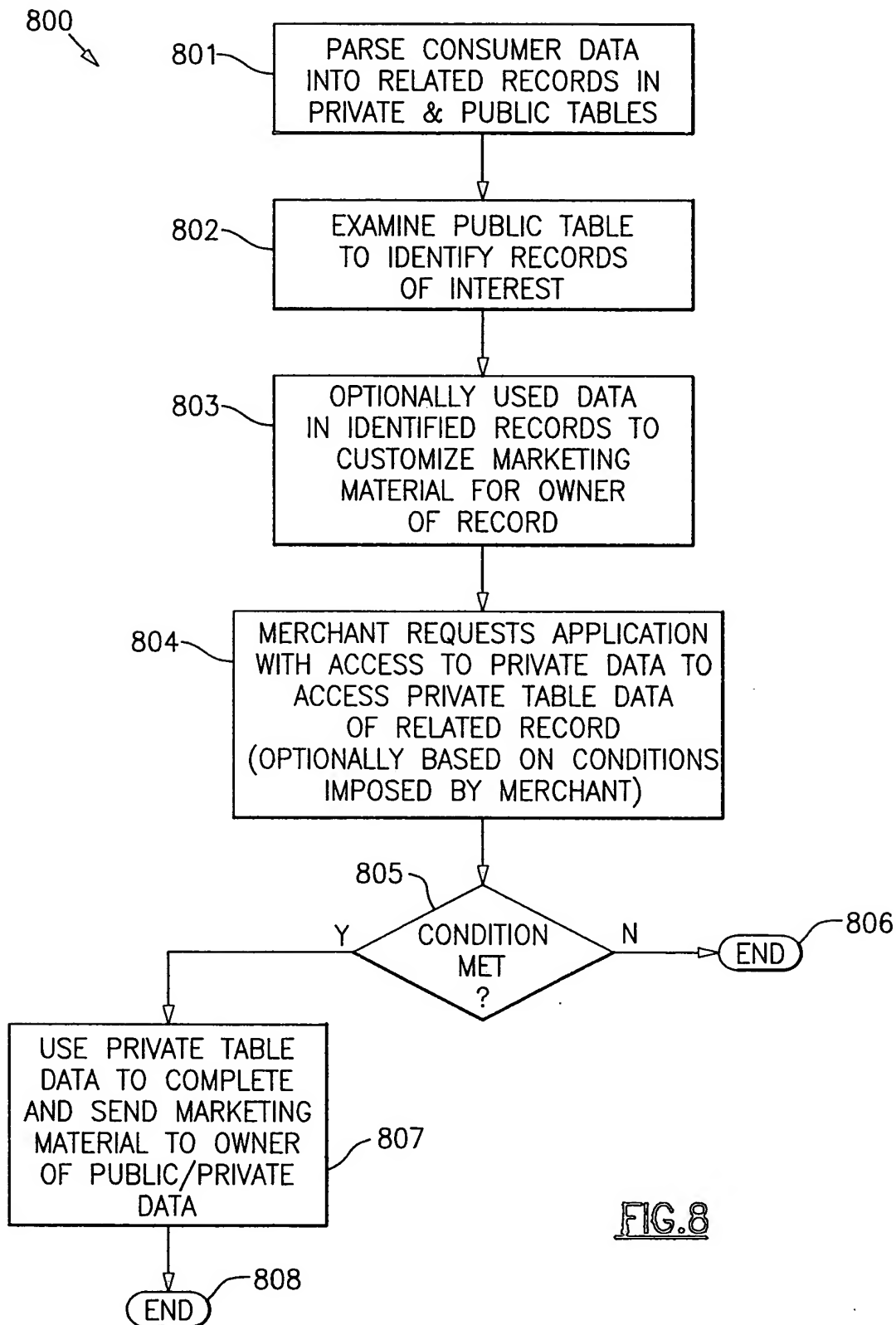
--- THE MGMNT.

INSTRUCTIONS FOR APPLICATION 607

< > = DATA INSERTED FROM TABLES 602 & 606

○ - SELECT MR. OR MRS. BASED ON GENDER 612

FIG.7

FIG.8